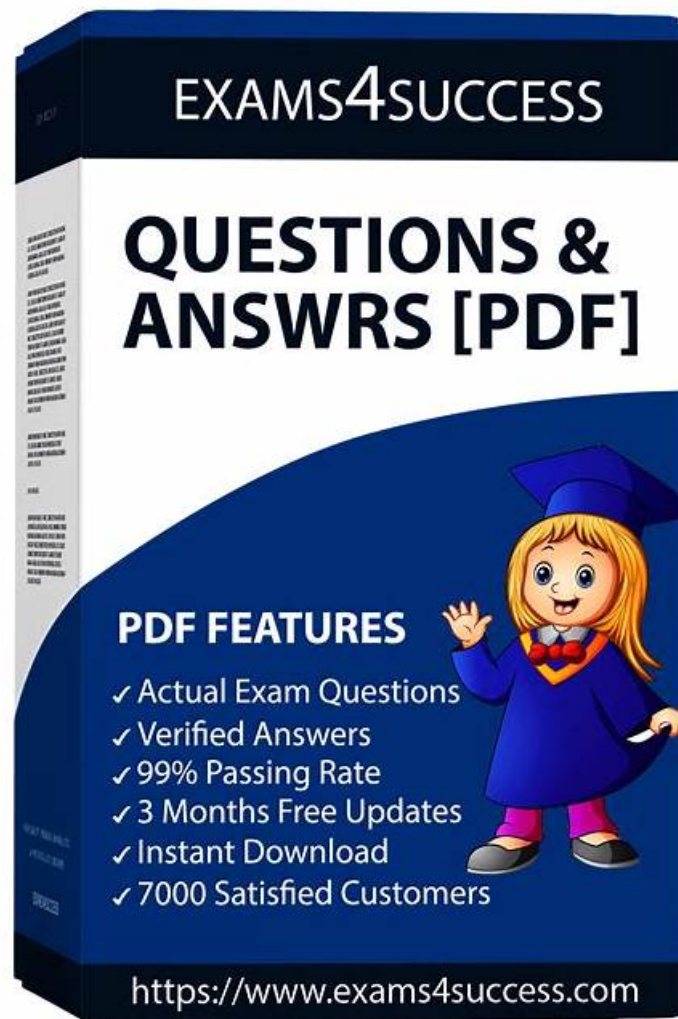


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## **Pennsylvania Real Estate Commission PA Salesperson State Exam Sample Questions (Q33-Q38):**

### **NEW QUESTION # 33**

If a salesperson representing a buyer gets information from the seller's agent as to the status of the real estate transaction, what is the buyer's agent REQUIRED to do?

- **A. Advise the buyer as to the status of the transaction.**
- B. Advise the loan officer as to the status of the transaction.
- C. Advise the listing broker as to the status of the transaction.
- D. Advise the seller as to the status of the transaction.

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.284 (Disclosures of Business Relationships), a buyer's agent has a fiduciary duty to their client. This means the agent must act in the buyer's best interest and communicate all material information regarding the transaction to the buyer.

- \* The buyer's agent's primary responsibility is to the buyer (Option B - Correct).
- \* The buyer's agent does not have any fiduciary duty to the seller (Option A - Incorrect).
- \* The buyer's agent is not required to inform the listing broker (Option C - Incorrect).
- \* The loan officer does not have the same level of involvement in fiduciary duties as the buyer (Option D - Incorrect).

Reference:

49 Pa. Code § 35.284- Disclosure of Business Relationships

### **NEW QUESTION # 34**

What is the MINIMUM number of hours of continuing education which a real estate licensee MUST complete within the license renewal period?

- **A. 0**
- B. 1
- C. 2
- D. 3

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.382 (Continuing Education Requirements), a Pennsylvania real estate licensee must complete at least 14 hours of continuing education (CE) during each two-year renewal cycle.

- \* These courses must be taken through an approved real estate education provider.
- \* Certain renewal periods may have specific course requirements mandated by the Commission.

Why the other answers are incorrect:

- \* Option A (10 Hours): Too low; Pennsylvania law requires 14 hours.
- \* Option B (12 Hours): Falls short of the required minimum.
- \* Option D (16 Hours): Exceeds the required minimum.

Reference:

49 Pa. Code § 35.382- Continuing Education Requirements

### **NEW QUESTION # 35**

If known, the listing broker MUST disclose which of the following to a prospective buyer?

- A. That the seller has filed for divorce
- **B. That the seller's water system is contaminated**
- C. That the seller's mortgage is assumable

- D. That the seller has accepted a position in another state

**Answer: B**

Explanation:

A licensee must disclose all material defects related to the property, including known issues like a contaminated water system.

\* Under 68 P.S. §§ 7303-7304 (Real Estate Seller Disclosure Law), the seller and broker must disclose all material defects affecting the property's value or safety.

\* A contaminated water system is considered a health and safety issue and must be disclosed to the buyer.

Why the other answers are incorrect:

\* Option A (Assumable Mortgage): This is a financial issue, not a material defect.

\* Option B (Seller's New Job): The seller's personal situation does not affect the property's condition.

\* Option C (Divorce): Divorce is private information and does not need to be disclosed.

### NEW QUESTION # 36

A salesperson has just obtained the seller's signature on an offer to purchase. When MUST the buyer receive a copy?

- A. Within 1 business day of the offer's acceptance
- B. Within 24 hours of the offer's acceptance
- C. At the closing
- D. In a reasonably practicable period of time

**Answer: A**

Explanation:

Under 49 Pa. Code § 35.331 (Written Agreements Generally), all parties must receive a copy of a signed offer within 1 business day of acceptance.

\* This ensures that buyers and sellers have full documentation of the transaction.

\* Delaying delivery of signed contracts can lead to disputes and potential violations of real estate regulations.

Why the other answers are incorrect:

\* Option A (24 Hours): While fast delivery is preferred, the law specifically states "1 business day."

\* Option C (At Closing): Buyers must receive a copy well before closing.

\* Option D (Reasonably Practicable Time): This is too vague and does not meet the specific 1-business-day requirement.

### NEW QUESTION # 37

Which of the following activities performed by the manager of a multifamily dwelling REQUIRES a real estate license?

- A. Entering into leases
- B. Providing information on rental amounts to prospective renters
- C. Showing apartments to prospective renters
- D. Distributing building rules and regulations

**Answer: A**

Explanation:

A real estate license is required to enter into leases on behalf of a landlord because this involves negotiating real estate transactions.

\* According to 49 Pa. Code § 35.201 (Definitions), property management activities that include leasing, collecting rent, and negotiating lease terms require a real estate license.

\* A property manager who is actively negotiating leases must hold a real estate license unless they are directly employed by the property owner.

Why the other answers are incorrect:

\* Option B (Distributing Rules): This does not require a license since it is administrative.

\* Option C (Showing Apartments): Showing apartments does not require a license as long as no negotiations occur.

\* Option D (Providing Rental Info): Providing information is not negotiating a lease, so a license is not needed.

### NEW QUESTION # 38

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